



PRESENTATION FOR
**REAL ESTATE ADVISORY
SERVICES**

AUGUST 5, 2020

LINCOLN
PROPERTY
COMPANY

CUSHMAN &
WAKEFIELD

THE TEAM FOR THE JOB

HIGH ENERGY, VALUE ADD TEAM



STEWART LYMAN



CHARLIE GIBSON

TEAM STATS

5.6 MSF
LEASED

\$1 BILLION+
IN LEASE VALUE

INSTITUTIONAL CLIENT BASE

PROVEN LEASE EXECUTION

AGGRESSIVE DEAL CHASERS

STRONG INVESTMENT EXPERIENCE

THINKS LIKE AN OWNER

RELATIONSHIPS WITH EQUITY

INTEGRATED SUPPORT

ZANDER EL-HINDI
Market Research

AMANDA PIATT
Marketing

DOUG XANDERS
Construction Management

NATALIE SULZBY
Dedicated Client Support

ALLISON WILLIAMS
Dedicated Client Support

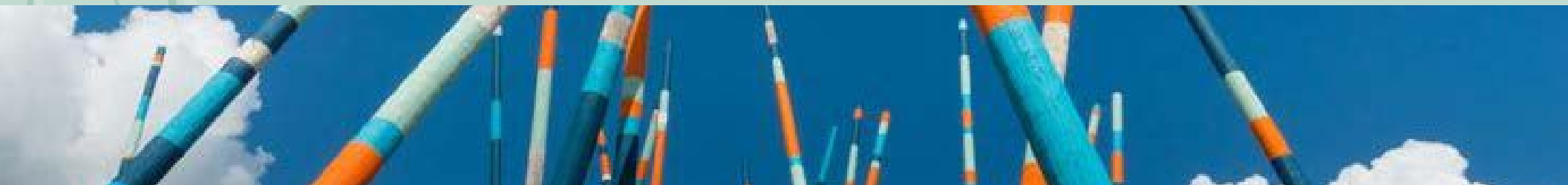
JESSICA MCMILLAN
Graphic Design

CIRCLESOUTH

CATALYST of the KVB Roundabout, Lafayette Street and 8th Avenue South

EMERGENCE of Nashville's newest district, located at the epicenter of growth

VALIDATED OFFICE LOCATION
The time is now to join the multitude of multifamily, hotel and retail.



CIRCLESOUTH

SWOT

STRENGTHS

Lincoln Track Record
Proven Flagship Location

Distinguished
Ingress/Egress

360 Degree Visibility
and Premier Signage
Opportunity

OPPORTUNITIES

Generate Buzz Around
Project Legitimacy

World Class Marketing
Campaign

Maximize Value and Establish
a New High Watermark
for Rental Rates

Reintroduce Lincoln as a
Proven Developer



WEAKNESSES

Perceived lack of walkable retail

Shortage of Nearby Off-Site
Parking

Possible Phased
Construction Timeline

Proximity to Nashville
Rescue Mission and Room
at The Inn

THREATS

Covid-19 Uncertainties

Political and Geo-
Political Environment

Potential for New
Construction to Ramp
Back Up

CIRCLES SOUTH

BIG PICTURE

LIVE. WORK. PLAY.

DEVELOPMENTS

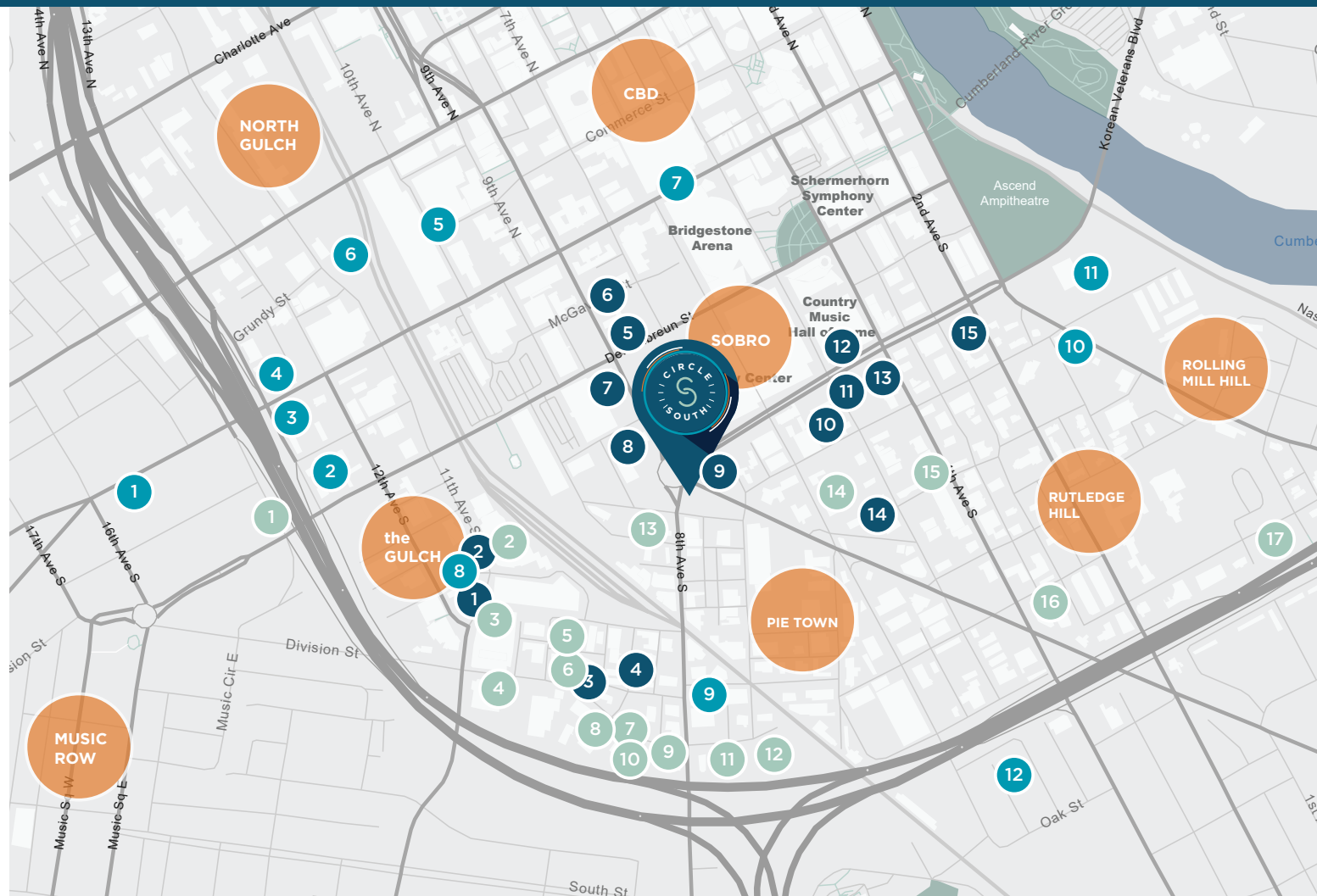
1. Broadwest - UC
2. Gulch Union - UC
3. one22one - UC
4. 1200 Broadway - Delivered
5. Nashville Yards - UC
6. Asurion Headquarters - UC
7. Fifth + Broadway - UC
8. Three Thirty Three - Delivered
9. Vorhees - UC
10. Peabody Union - Proposed
11. Peabody Plaza - Delivered
12. Speedwagon Properties - Proposed

HOTELS

1. The Thompson
2. The Guild in the Gulch
3. Canopy by Hilton
4. Tru by Hilton
5. Embassy Suites/One Hotel
6. Cambria
7. JW Marriott
8. Westin
9. Ritz Carlton
10. Margaritaville
11. AC Hotel
12. Omni
13. Joseph
14. Hyatt House
15. Bode

MULTIFAMILY

1. Twelve Twelve
2. Pine Street Flats
3. Icon
4. Terrazzo
5. Canopy by Hilton
6. Greystar Gulch
7. Broadstone Gulch
8. Aspire Gulch
9. Crossroads at the Gulch
10. Mill Creek
11. Albion
12. Haven at the Gulch
13. 805 Lea
14. Sixth South
15. LC SoBro
16. Broadstone SoBro
17. Muse



CIRCLESOUTH

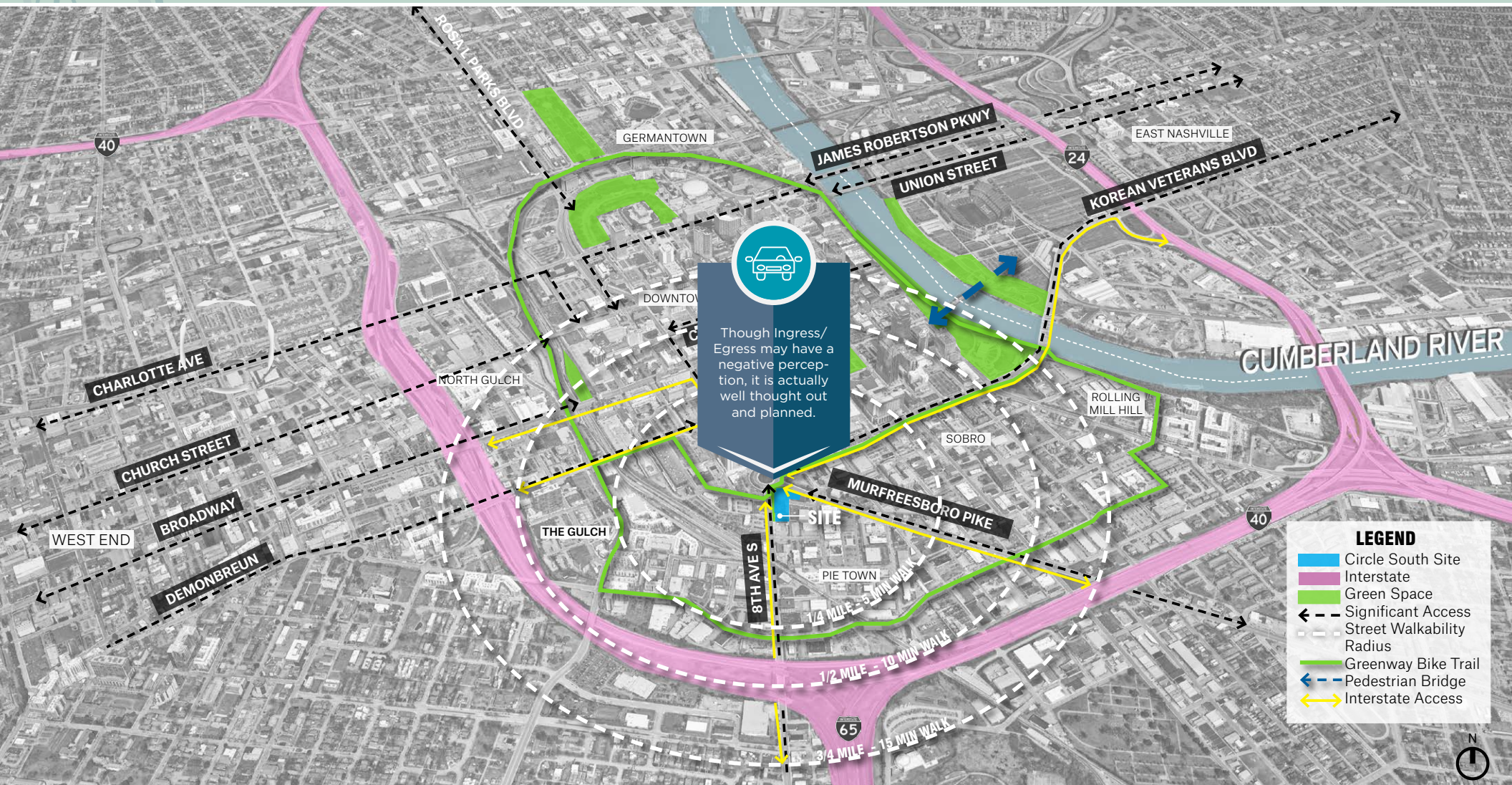
THE KVB ROUNDABOUT

THE EPICENTER



CIRCLESOUTH

INGRESS/EGRESS



TENANT STRATEGY

TENANT TRACKING

We are Currently
Tracking 7.4 MSF
of Active Tenants
in Nashville

ACTIVE RELOCATIONS
EMERGING START-UPS
ROLLING LEASES
FLIGHT TO QUALITY
NEW TO NASHVILLE

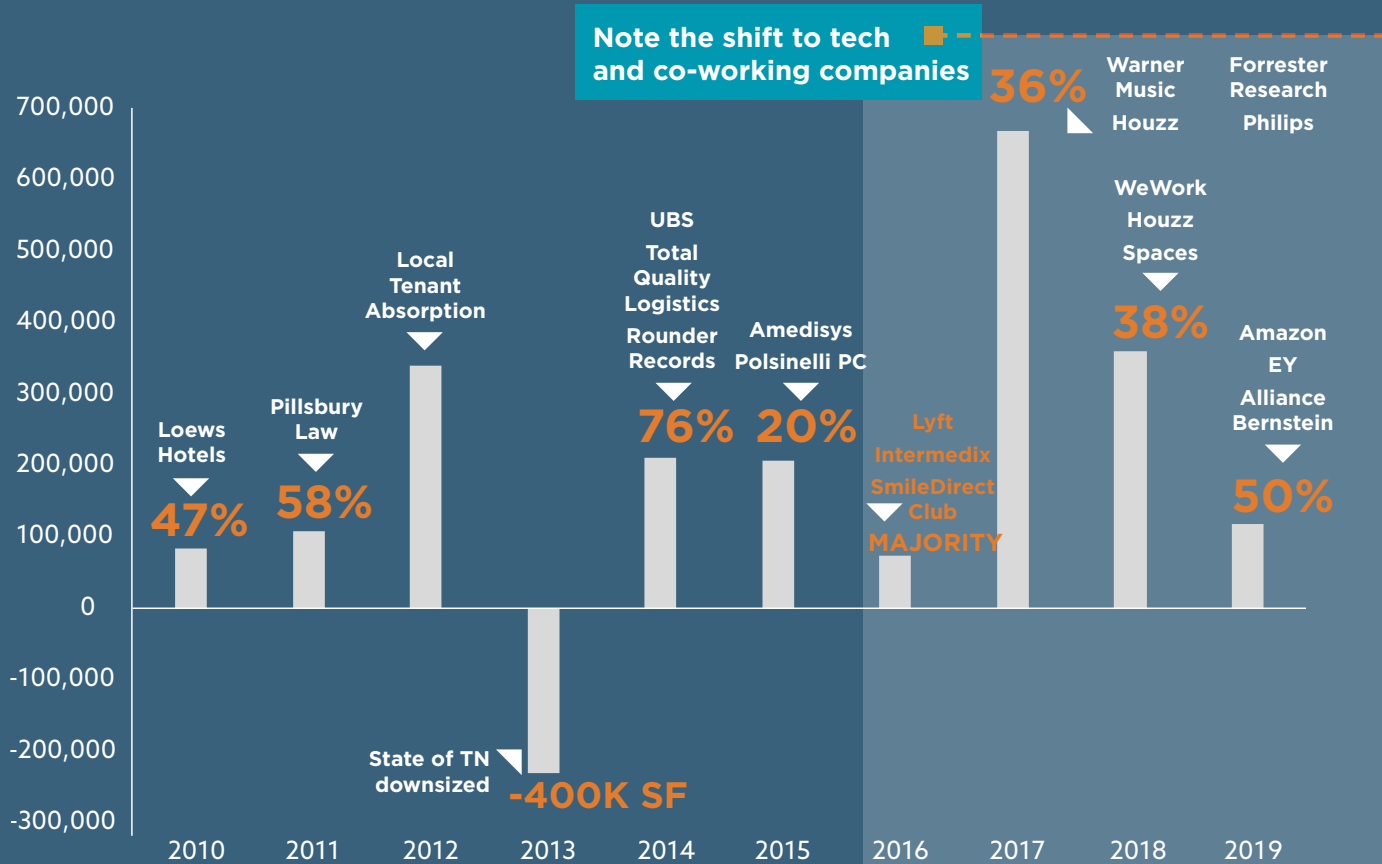
Tenants Ranging from
10,000 SF – 500,000 SF



TENANT STRATEGY

SUPPLY & DEMAND

CBD TENANT ABSORPTION TENANTS NEW TO NASHVILLE



Yet to Come...

2020



219,000 SF

2021

amazon.com.

500,000 SF

2022

amazon.com.

500,000 SF

TENANT STRATEGY

ACTIVE TARGETS

300,000 SF+

Cisco
Oracle
Vanderbilt Medical
Cigna
Confidential
from Chamber

100,000 SF+

ServiceSource
Pinnacle
Bass Berry
Confidential
from Chamber

30,000 SF+

Google Fiber
Zillow
Polsinelli
Singularity Media
Revive Health
Creative Artists Agency
Louisiana Pacific

TENANT STRATEGY

BROKER ENGAGEMENT

Local Tenant Rep Network
C&W Global Network
Industry & Specialty Practice Groups
Technology
Build-to-Suit

USER ENGAGEMENT

C-Suite
HR Department
Real Estate Director



LINCOLN
PROPERTY
COMPANY

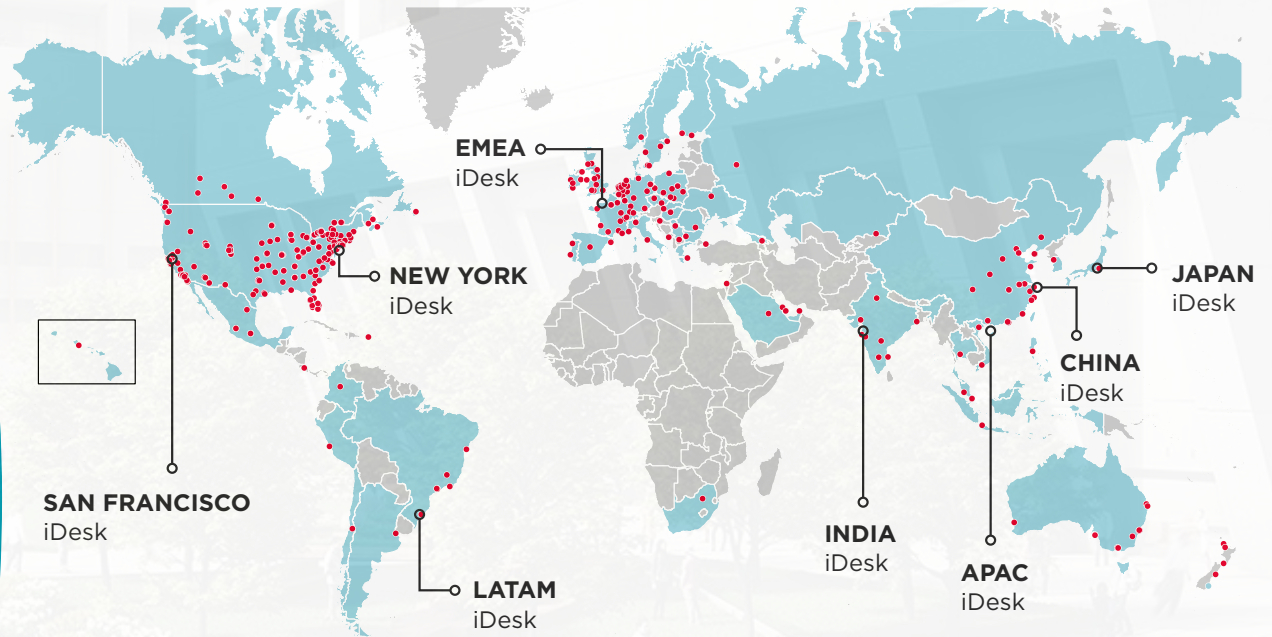
INFLUENCERS

Economic Developers
News & Media
Consultants
Site Selectors

TENANT STRATEGY

Leveraging our platform & reach to push Circle South's visibility to the forefront of every user and broker.

GLOBAL OUTREACH



1

14 Dedicated Professionals

2

Import Opportunities

3

Leverage International Network

4

Connectivity Across the Globe

BRAND + CAMPAIGN

MARKETING APPROACH

Position & Market
Circle South as
The Most Unique
Experience in a
New Era for
Nashville

UNIQUE DESIGN

CONNECTIVITY

COMMUNITY

GREEN SPACE

FIRST OF ITS KIND

NEW ERA FOR NASHVILLE

BRAND + CAMPAIGN

EVOKE AN EXPERIENCE

BRANDING



CIRCLE
SOUTH

CIRCLE  SOUTH



CIRCLE
SOUTH



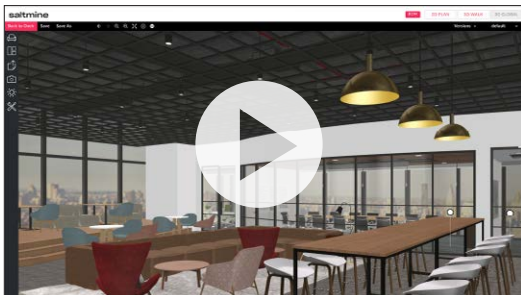
BIG IDEAS



BRAND + CAMPAIGN

TECHIE TOOL KIT

CLICK FOR DEMO



SALTMINE 3D SPACE PLANNING

Visualizing a workspace is important and drives the decision to take occupancy. We will immediately create and implement a 3D test fit through SALTmine, complete with custom FF&E and realistic views of Downtown.



MATTERPORT 3D VIRTUAL TOURING

Visualizing a workspace is important and drives the decision to take occupancy. We will immediately create and implement a 3D test fit through SALTmine, complete with custom FF&E and realistic views of Downtown.



GOOGLE EARTH 3D SATELLITE IMAGERY



VIDEO DYNAMIC STORYTELLING

BRAND + CAMPAIGN

PUBLIC SPACE

ACTIVATION

PROGRAMMING

SECURITY

STRATEGIC
PLACEMENT
of Gathering Areas



OUTDOOR
YOGA



THE TEAM FOR THE JOB

HIGH ENERGY, VALUE ADD TEAM

501 COMMERCE



ALLIANCEBERNSTEIN

SECURED AB FOR 55% OF BUILDING
18 MONTHS PRIOR TO DELIVERY



559,000 sf



211,000 sf



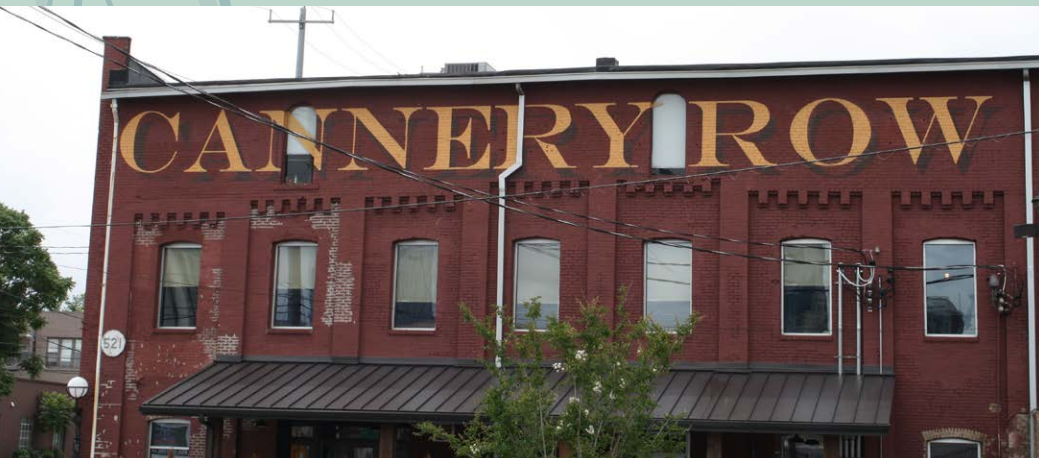
187,000 sf



130,000 sf

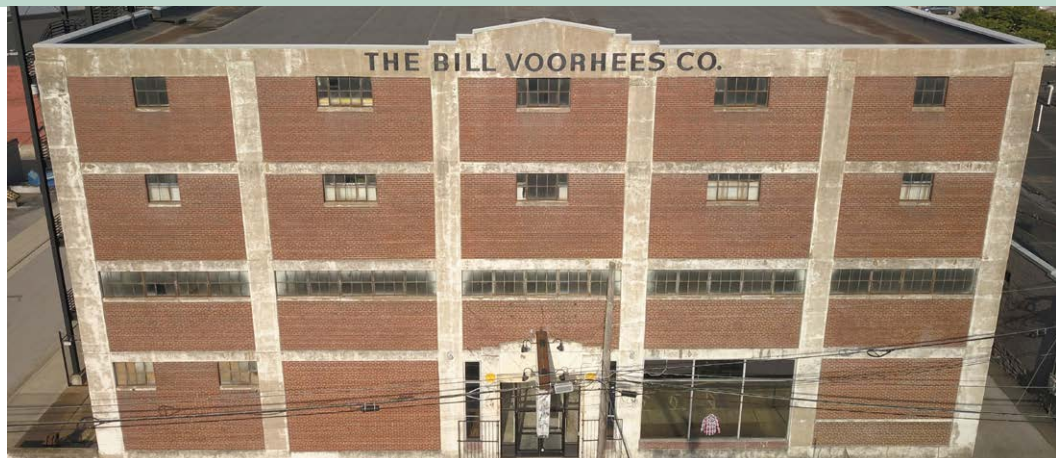
THE TEAM FOR THE JOB

NOT JUST LEASING BROKERS



CANNERY ROW

- 3 Year Off Market Pursuit
- Represented Thor Equities on the Acquisition
- Helped Underwrite the Restructuring of Existing Product
- Assisted in introductions to potential JV Partnerships for 1 Acre Vertical Development Potential
- Navigated Thor through local and national Equity and Debt Discussions



VOORHEES

- Represented Somera Road on the Off Market Acquisition
- 2 Year Off Market pursuit
- Developed Site Plan and Underwrote the Deal Before the client did
- Guided client through local introductions for Architects and General Contractors
- Created Price Validation for Somera Road by marketing the site as JV Potential while under contract

THE TEAM FOR THE JOB

CURRENT TEAM LISTINGS
COVERAGE OF ENTIRE MARKET

VORHEES



CITYSPACE



CORPORATE CENTRE



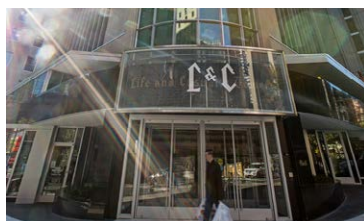
UBS TOWER



THE LANDINGS
AT RIVER NORTH



L&C TOWER/L&C ANNEX



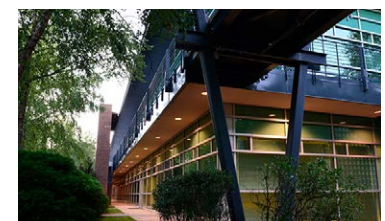
ONE NASHVILLE PLACE



SILO STUDIOS



DOVER CENTRE



517 HAGAN



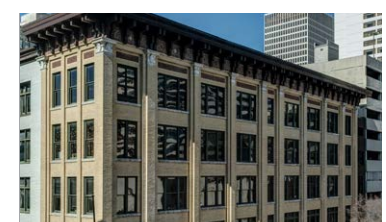
WEHO CROSSING



501 COMMERCE

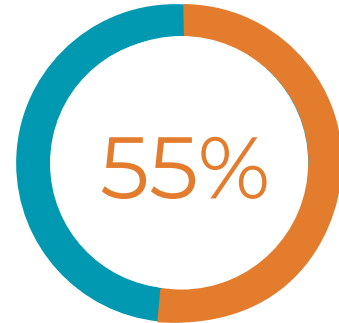


CASTNER KNOTT



MARKET UPDATE

DEVELOPMENT PIPELINE



of all under construction product is released in the urban submarkets

2020

DELIVERY



Peabody Plaza
280,000 SF
Eakin Partners
42% Leased



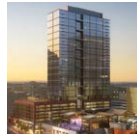
Three Thirty Three
73,900 SF
MarketStreet
0% Leased

2020

DELIVERY / UNDER CONSTRUCTION



Gulch Union
323,000 SF
16% Preleased
Endeavor



501 Commerce
371,570 SF
Brookfield
63% Preleased



Stocking 51 (Bldg 5)
59,249 SF
Vintage South
Development
66% Preleased



Silo Studios
71,975 SF
Flyway



Voorhees/Antiques
75,000 SF
Somera Road

2021

DELIVERY / UNDER CONSTRUCTION



BroadWest
520,000 SF
Propt Companies
23% preleased



Asurion
550,000 SF
Highwoods
Build to Suit



Nashville Yards
Amazon Phase I
500,000 SF
Southwest
Value Partners
Build to Suit



Taylor Place at
Werthan Lofts
60,000 SF
SWHR
Germantown LLC



17th & Grand
230,000 SF
Hall Emery
PROPOSED



T3 Finery
180,000 SF
Hines
PROPOSED



1030 Music Row
108,522 SF
Panattoni
PROPOSED

2022-2023

DELIVERY / UNDER CONSTRUCTION



Neuhoff
385,000 SF
New City
PROPOSED



one22one
357,000 SF
14% Preleased
GBT
UNDER CONSTRUCTION



Peabody Union
260,000 SF
Stiles
PROPOSED



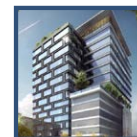
AEG Site
90,000 SF
AEG
PROPOSED



Nashville Yards
1,000,000 SF
Southwest Value Partners
PROPOSED



Nashville Yards
Amazon Phase II
500,000 SF
Southwest Value Partners
PROPOSED



The Moore Building
280,000 SF
Portman Holdings
PROPOSED



Nashville Warehouse Co.
200,000 SF
20% Preleased
AJ Capital Partners
UNDER CONSTRUCTION

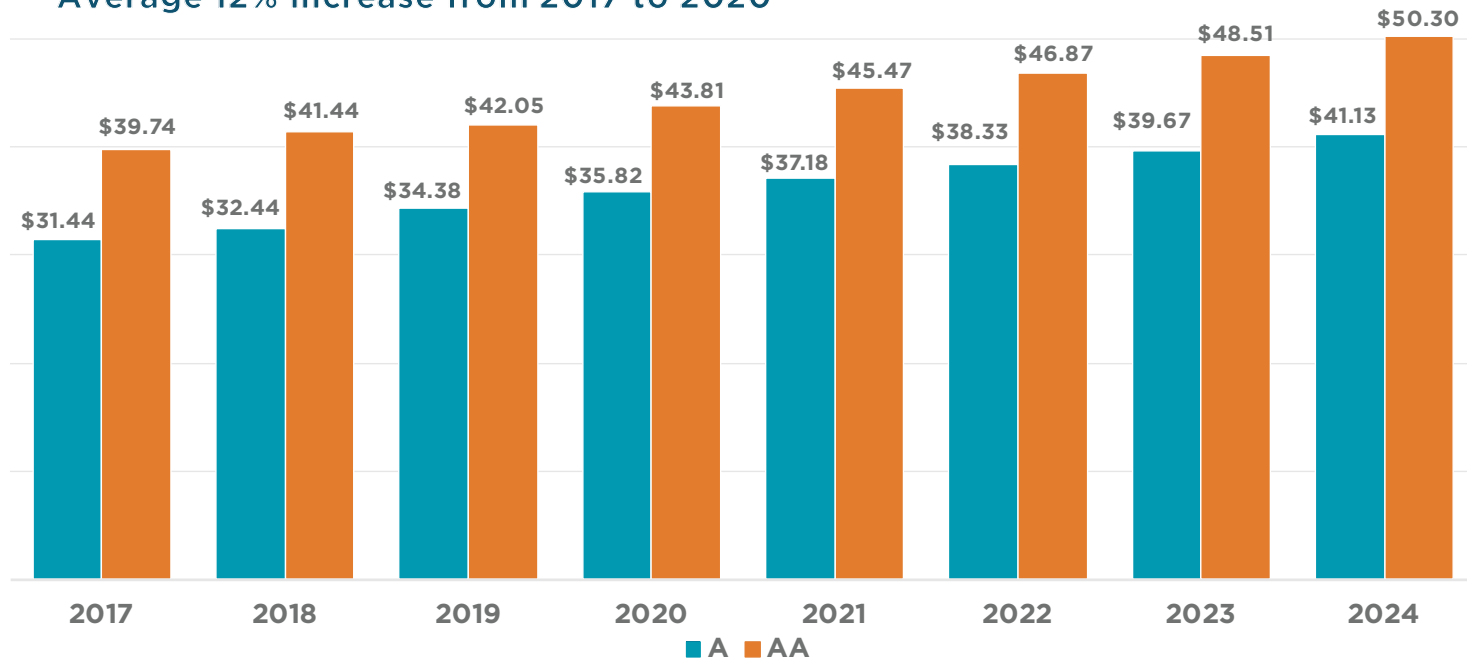


Landings at
River North
100,000 SF
MRP Realty
PROPOSED

MARKET UPDATE

CBD RATE FORECASTING IN THE NEW NASHVILLE

Average 28% increase from 2017 to 2024
Average 12% increase from 2017 to 2020



**Rates are calculated based on building asking rates despite availability*

MARKET UPDATE

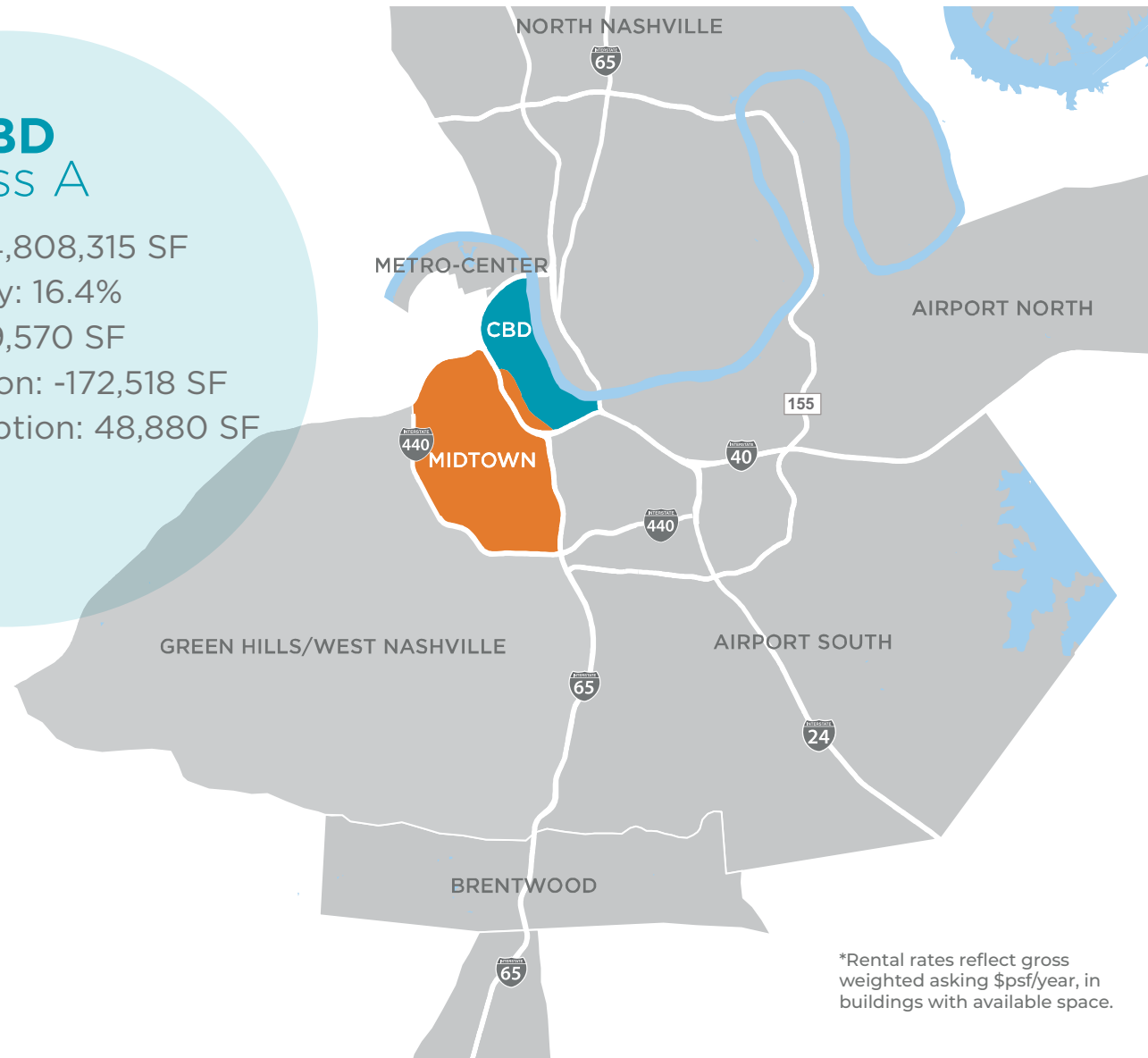
Q2 2020 OFFICE MARKET

CBD Class A

Inventory: 4,808,315 SF
Vacancy: 16.4%
UC: 949,570 SF
YTD Absorption: -172,518 SF
Q2 2020 Absorption: 48,880 SF

MIDTOWN Class A

Inventory: 3,050,980 SF
Vacancy: 12.4%
UC: 1,852,116 SF
YTD Absorption: 137,987 SF
Q2 2020: 19,460 SF



*Rental rates reflect gross weighted asking \$psf/year, in buildings with available space.

MARKET UPDATE

SKYLINE REPORT

■ OCCUPIED ■ VACANCY ■ FUTURE VACANCY ■ SUBLEASE

1	2	3	4	5	6	7	8	9	10	11	12	13	14
One Nashville Place 412,310 SF RBA Class A 25 Stories	333 Commerce 648,047 SF RBA Class A 27 Stories	Pinnacle at Symphony Place 520,241 SF RBA Class A 29 Stories	SunTrust Plaza 338,000 SF RBA Class A 13 Stories	Fifth Third Center 490,541 SF RBA Class A 31 Stories	Nashville City Center 482,407 SF RBA Class A 27 Stories	UBS Tower 599,660 SF RBA Class A 29 Stories	222 2nd Ave S 362,475 SF RBA Class A+ 25 Stories	211 Commerce 229,596 SF RBA Class B 11 Stories	Phillips Plaza 435,525 SF RBA Class B 21 Stories	CitySpace (Renaissance) 98,000 SF RBA Class B 31 Stories	4th & Church Building 265,245 SF RBA Class B 20 Stories	L&C Tower 186,656 SF RBA Class B 30 Stories	159 4th Ave N 97,000 SF RBA Class B 9 Stories
RATE \$33.50 FSG PERCENT LEASED 77% AVG. FLOOR SIZE 16,350 SF LARGEST BLOCK 49,328 SF PARKING RATIO 2/1,000 SF OWNER Unico Properties	RATE \$32.50-\$35.00 FSG PERCENT LEASED 67% AVG. FLOOR SIZE 21,519 SF LARGEST BLOCK 95,597 SF PARKING RATIO 2/1,000 SF OWNER MetLife	RATE \$30.00 NNN PERCENT LEASED 100% AVG. FLOOR SIZE 17,918 SF LARGEST BLOCK No Availability PARKING RATIO 1/1,000 SF OWNER Highwoods	RATE \$36.50 FSG PERCENT LEASED 100% AVG. FLOOR SIZE 26,154 SF LARGEST BLOCK No Availability PARKING RATIO 3/1,000 SF OWNER Eekin Partners	RATE \$34.00-\$36.00 FSG PERCENT LEASED 87% AVG. FLOOR SIZE 17,000 SF LARGEST BLOCK 16,779 SF PARKING RATIO 2.8/1,000 SF OWNER Blackstone	RATE \$33.00-\$34.00 FSG PERCENT LEASED 93% AVG. FLOOR SIZE 18,356 SF LARGEST BLOCK 19,515 SF PARKING RATIO 2.8/1,000 SF OWNER CapRidge Partners	RATE \$32.50 FSG PERCENT LEASED 91% AVG. FLOOR SIZE 20,000 SF LARGEST BLOCK 20,000 SF PARKING RATIO 1/3,500 SF OWNER Shorenstein	RATE \$37.00 NNN PERCENT LEASED 100% AVG. FLOOR SIZE 25,450 SF LARGEST BLOCK No Availability PARKING RATIO 2.8/1,000 SF OWNER Starwood	RATE \$31.00 FSG PERCENT LEASED 66% AVG. FLOOR SIZE 20,867 SF LARGEST BLOCK 87,723 SF PARKING RATIO 2/1,000 SF OWNER Bentall Kennedy	RATE \$32.50 FSG PERCENT LEASED 95% AVG. FLOOR SIZE 20,000 SF LARGEST BLOCK 20,556 SF PARKING RATIO 1/3,500 SF OWNER Winecock Street Capital	RATE \$30.00-\$33.00 FSG PERCENT LEASED 89% AVG. FLOOR SIZE 18,244 SF LARGEST BLOCK 5,952 SF PARKING RATIO 1.8/1,000 SF OWNER OakPoint	RATE \$30.50 FSG PERCENT LEASED 91% AVG. FLOOR SIZE 11,422 SF LARGEST BLOCK 11,490 SF PARKING RATIO 3/3,500 SF OWNER Storz Real Estate Partners	RATE \$27.50 FSG PERCENT LEASED 70% AVG. FLOOR SIZE 12,571 SF LARGEST BLOCK 17,370 SF PARKING RATIO 1/1,000 SF OWNER CIM Group	RATE \$27.50 FSG PERCENT LEASED 75% AVG. FLOOR SIZE 10,964 SF LARGEST BLOCK 21,815 SF PARKING RATIO 1/1,000 SF OWNER CIM Group

Q2 2020 / **CBD REPORT**

43,087,604 SF
TOTAL INVENTORY

12.3%
OVERALL VACANCY RATE

\$29.68 PSF
OVERALL AVERAGE ASKING RENT*

-50,737 SF
Q2 OVERALL NET ABSORPTION

\$33.33 PSF
CLASS A OVERALL AVG. ASKING RENT*

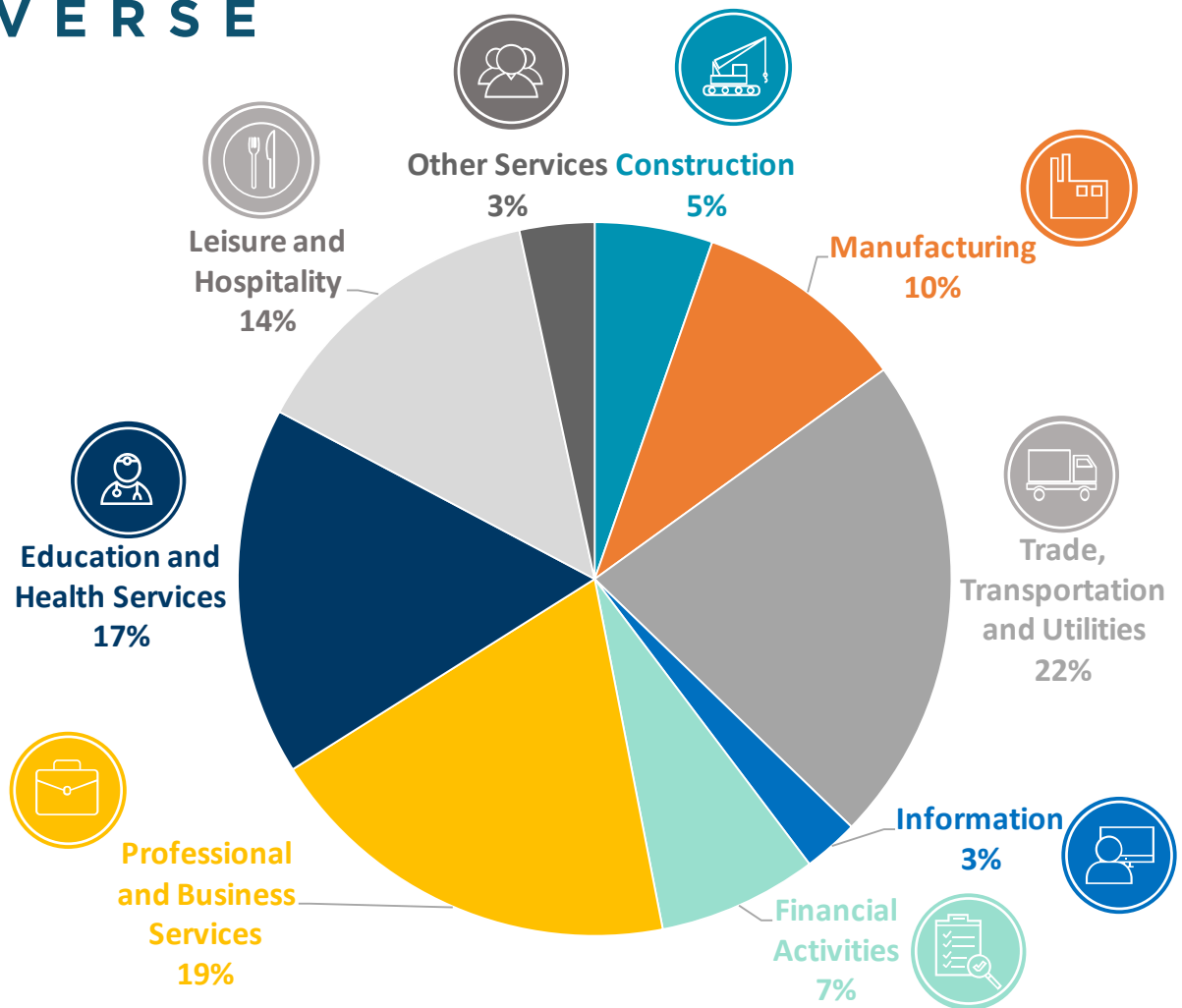
*Does not include under construction buildings

MARKET UPDATE

STRONG DIVERSE ECONOMY

“
*Don't put
all eggs
in one
basket*”

- Warren Buffet



Source: Nashville Chamber of Commerce Research

Circle South requires a brokerage partnership capable of executing on every aspect of real estate from start to finish.

We are ready to partner with you from the ground up.

THANK YOU

LINCOLN
PROPERTY
COMPANY

